

Bell Atlantic  
1300 I Street NW, Suite 400W  
Washington, DC 20005

Dee May  
Director, Federal Regulatory Affairs

EX PARTE OR LATE FILED



March 26, 1998

**Ex Parte**

Ms. Magalie Roman Salas  
Secretary  
Federal Communications Commission  
1919 M Street, NW  
Room 222  
Washington, DC 20554

**RECEIVED**

**MAR 26 1998**

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

**Re: CC Dockets 97-121, 97-137, 97-208, 97-231, Rm 9101 and Reciprocal Compensation Payments to ISPs**

Dear Ms. Salas:

On March 24, 1998 representatives from Bell Atlantic met with Commissioner Harold Furchtgott Roth and Mr. Kevin Martin of his office to discuss the above issues. Representing Bell Atlantic were Ms. D. May, Mr. G. Evans, Mr. J. Cullen, Mr. E. Young, Mr. J. Goldberg, Mr. P. Garzillo, Mr. S. Sullivan, Ms. J. Canny, Mr. A. Zanfini, and Mr. T. Delaney III. Please find attached material distributed at the meeting.

If you have any questions, please contact me.

Sincerely,

Enclosures  
cc:

Commissioner Furchtgott-Roth  
(letter only)  
Kevin Martin (letter only)  
Carol Matthey  
Melissa Newman  
Michael Pryor  
Katherine Schroder  
Richard Metzger (Letter only)  
Michael Riordan (Letter only)  
Richard Welch (Letter only)  
Greg Cooke (Letter only)  
David Kirschner (Letter only)  
Susan Launer (Letter only)  
Lisa Choi (Letter only)  
Barbara Esbin (Letter only)  
Audrey Wright (Letter only)

Jonathan Askin (Letter only)  
Michelle Carey (Letter only)  
Jordan Goldstein (Letter only)  
Wendy Lader (Letter only)  
Jennifer Fabian (Letter only)  
Craig Brown (Letter only)  
Bill Bailey (Letter only)  
Jake Jennings (Letter only)  
Linda Kinney (Letter only)  
Jeannie Su (Letter only)



# **BELL ATLANTIC**

## **Telecom Industry Services**

**Local Competition in the Bell Atlantic Region**

***March 24, 1998***

**Presented By:**  
**Jack Goldberg**  
**President**  
**Bell Atlantic Telecom Industry Services**

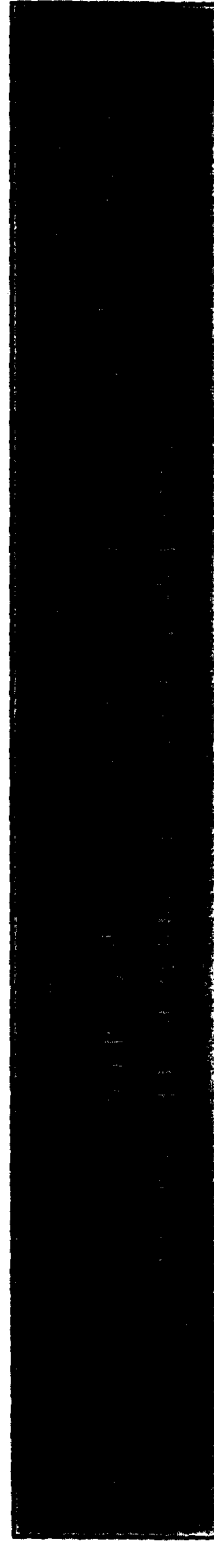
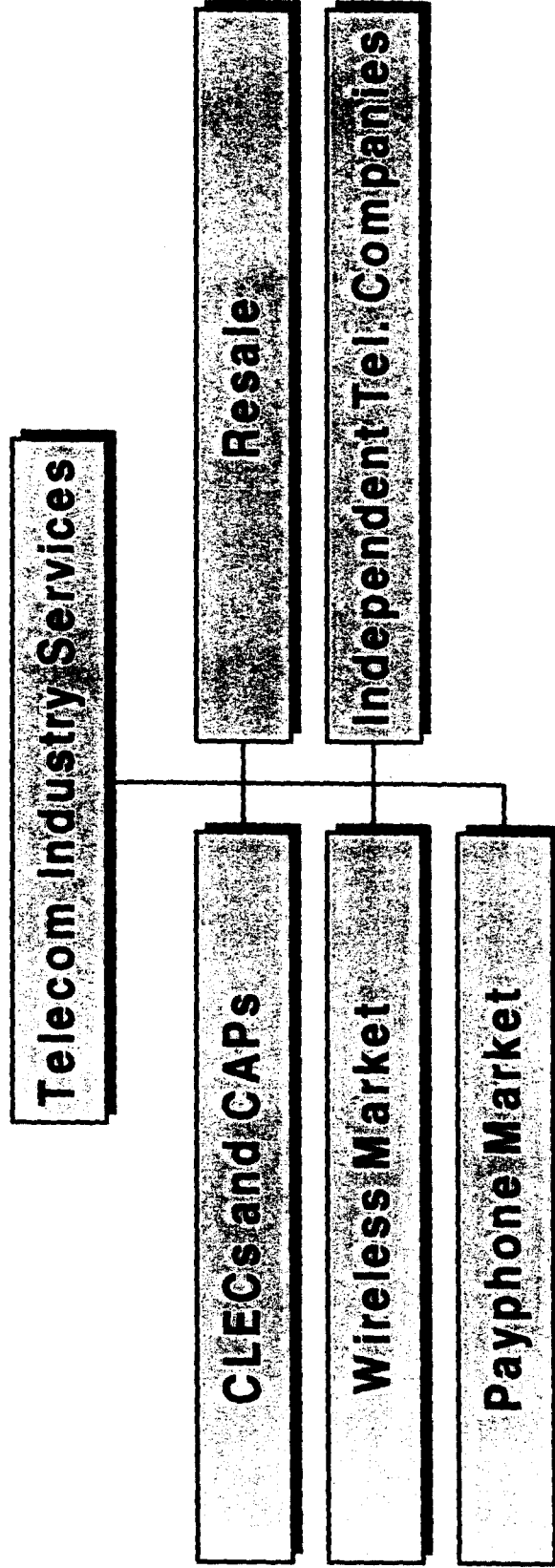


# Agenda

- ◆ Bell Atlantic's Wholesale Business Unit
- ◆ Local Entry Overview
- ◆ Implementing Local Competition
- ◆ Wholesale Program Overview
- ◆ OSS Demonstration

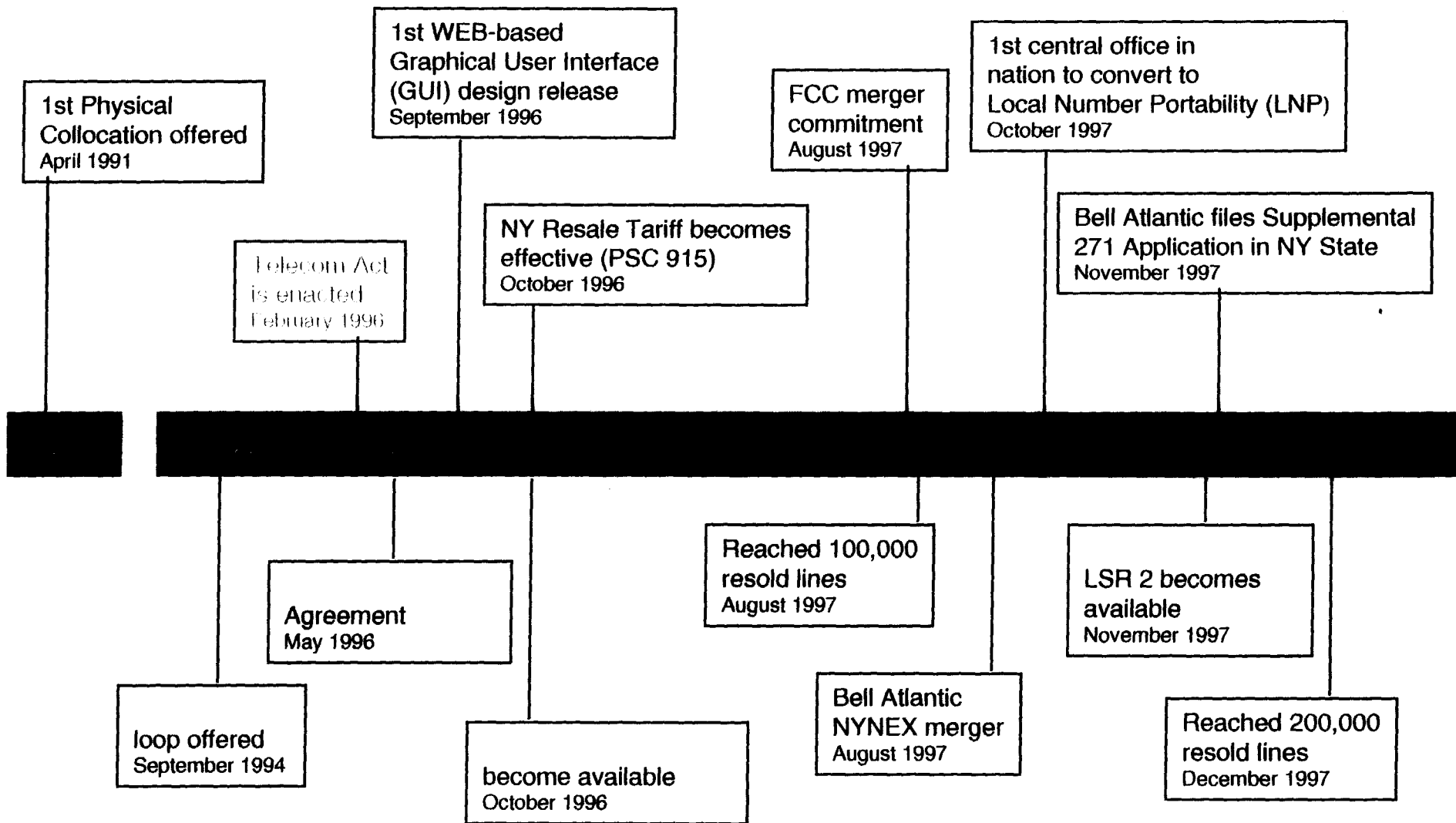


# Bell Atlantic Telecom Industry Services Organization





# Timeline





## Wholesale Progress Report

◆ Number of wholesale customers:	150+ (CLECs and resellers)
◆ Signed Agreements:	320+
◆ Approved agreements:	210+
◆ Unbundled loops:	46,000+
◆ Resold lines:	267,000+
◆ Minutes of use exchanged between Bell Atlantic and our in-region new entrants through January 1998:	1.7 Billion
◆ Trained students from new entrants:	1,400+
◆ Interconnection trunks in operation:	296,000+
◆ Collocation sites in our switching centers:	458
◆ Exchange codes requested for use by new entrants:	2,600+



## Local Market Entry Overview

- ♦ There are many approaches to enter the local market
- ♦ Local service providers use one or a combination per region and per customer type

Entry Strategy	Owns Switch	Purchase from Bell Atlantic
Resale		Retail services at a discount
CLEC - No facilities		<ul style="list-style-type: none"><li>• Collocates in Bell Atlantic's central offices</li><li>• Loops, switching and transport</li><li>• Combines network elements</li></ul>
CLEC – Partial facilities	<input checked="" type="checkbox"/>	<ul style="list-style-type: none"><li>• Collocates in Bell Atlantic's central offices</li><li>• Loops</li></ul>
CLEC - Facilities Bypass	<input checked="" type="checkbox"/>	<ul style="list-style-type: none"><li>• Interconnects with Bell Atlantic's network</li><li>• Originating and terminating traffic with Bell Atlantic</li></ul>



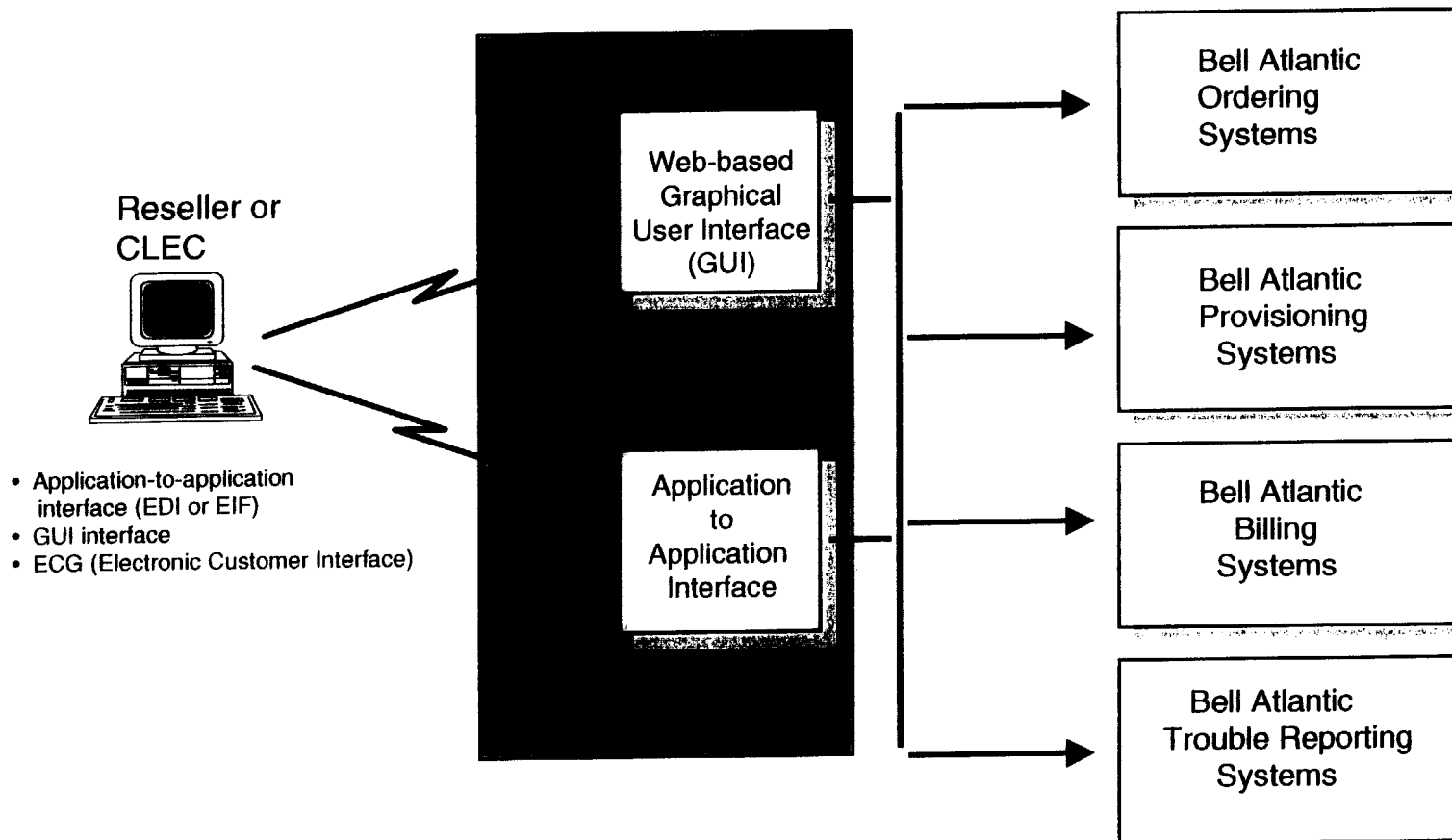
## Resale vs. UNE Comparison

	<b>Resale</b>	<b>Unbundled Network Elements</b>
<b>Pricing</b>	Discount off retail price	Forward Looking Economic Cost plus reasonable return
<b>Order</b>	By service (e.g., 1MB, 1MR, Call Waiting, Toll Usage Plan)	By UNE (e.g., NID, Loop, Unbundled Local Switching, Tandem Switching, SS7, IOF, Signalling, Access to Databases, Operator Services, Shared Transport)
<b>Provisioning</b>	By service	By element
<b>Billing</b>	By service, by account	By element, by Central Office
<b>Maintenance</b>	Reseller takes trouble report, tests and reports to Bell Atlantic. BA maintains the service.	CLEC takes trouble, isolates, tests, reports and dispatches to element level.



# BA Wholesale Systems Overview

ILLUSTRATIVE



## Supported Interfaces/Formats

	BA South	BA North
Pre-ordering	<ul style="list-style-type: none"> <li>• ECG</li> <li>• GUI - 3rd Q'98</li> <li>• CORBA - 3rd Q'98</li> </ul>	<ul style="list-style-type: none"> <li>• GUI</li> <li>• EIF</li> <li>• CORBA - 3rd Q'98</li> </ul>
Ordering	<ul style="list-style-type: none"> <li>• EDI</li> <li>• PC EDI</li> <li>• LSR; paper forms</li> <li>• GUI - 2nd Q'98</li> </ul>	<ul style="list-style-type: none"> <li>• EDI</li> <li>• EIF</li> <li>• LSR</li> <li>• GUI</li> </ul>
Billing	<ul style="list-style-type: none"> <li>• BDT</li> <li>• EMR</li> </ul>	<ul style="list-style-type: none"> <li>• BDT</li> <li>• EMR</li> </ul>
Maintenance	<ul style="list-style-type: none"> <li>• ECG</li> <li>• GUI - 3rd Q'98</li> </ul>	<ul style="list-style-type: none"> <li>• EIF</li> <li>• GUI</li> </ul>
Order Volume (2/98)	<ul style="list-style-type: none"> <li>• 11,712</li> <li>• 9% electronic</li> <li>• 2% flow-through</li> </ul>	<ul style="list-style-type: none"> <li>• 19,144</li> <li>• 95% electronic</li> <li>• 42% flow-through</li> </ul>



# Ways of Helping Our Customers

## COMMUNICATIONS

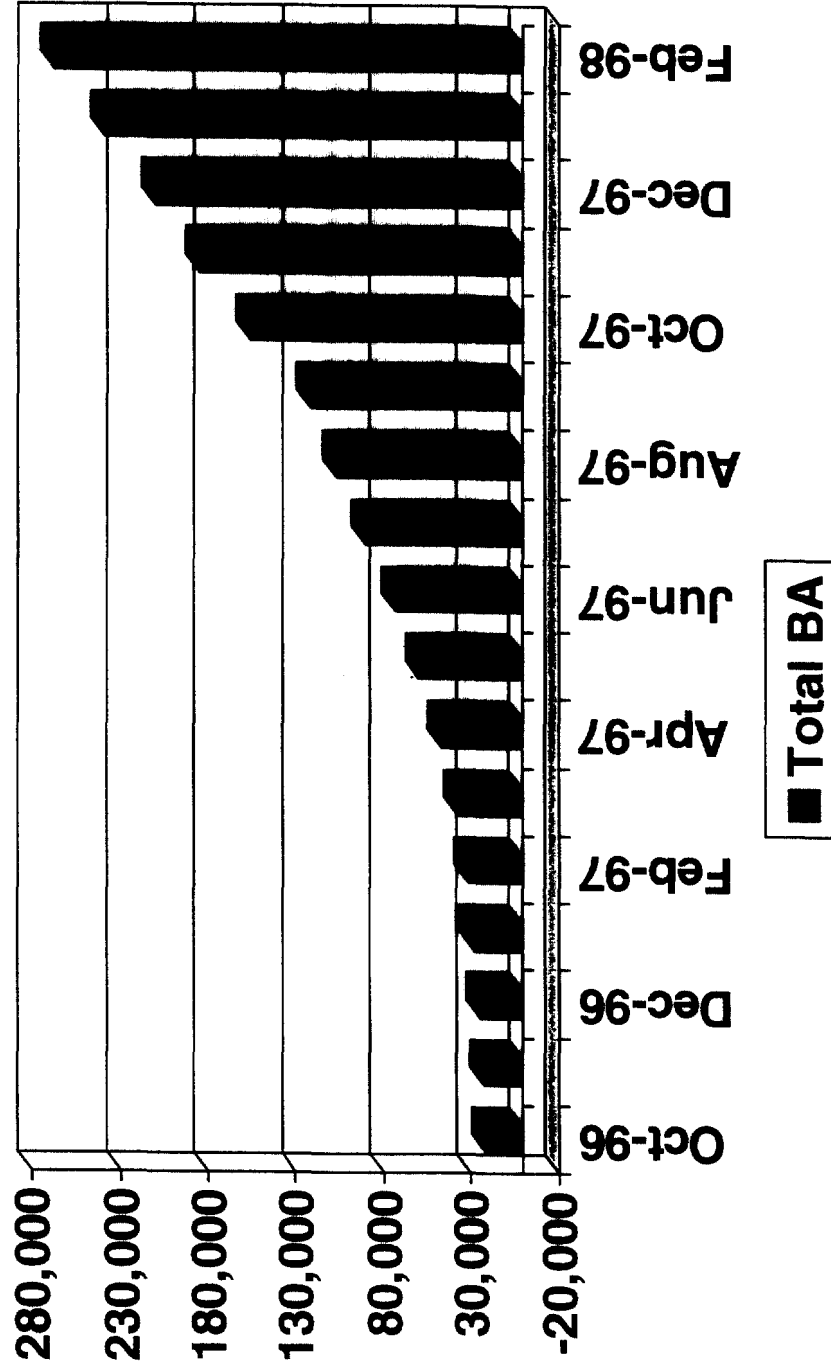
- ♦ Wholesale handbooks
- ♦ Industry Mailings
- ♦ Web site
- ♦ Product/User Guides
- ♦ Newsletters
- ♦ Customer Conferences

## TRAINING

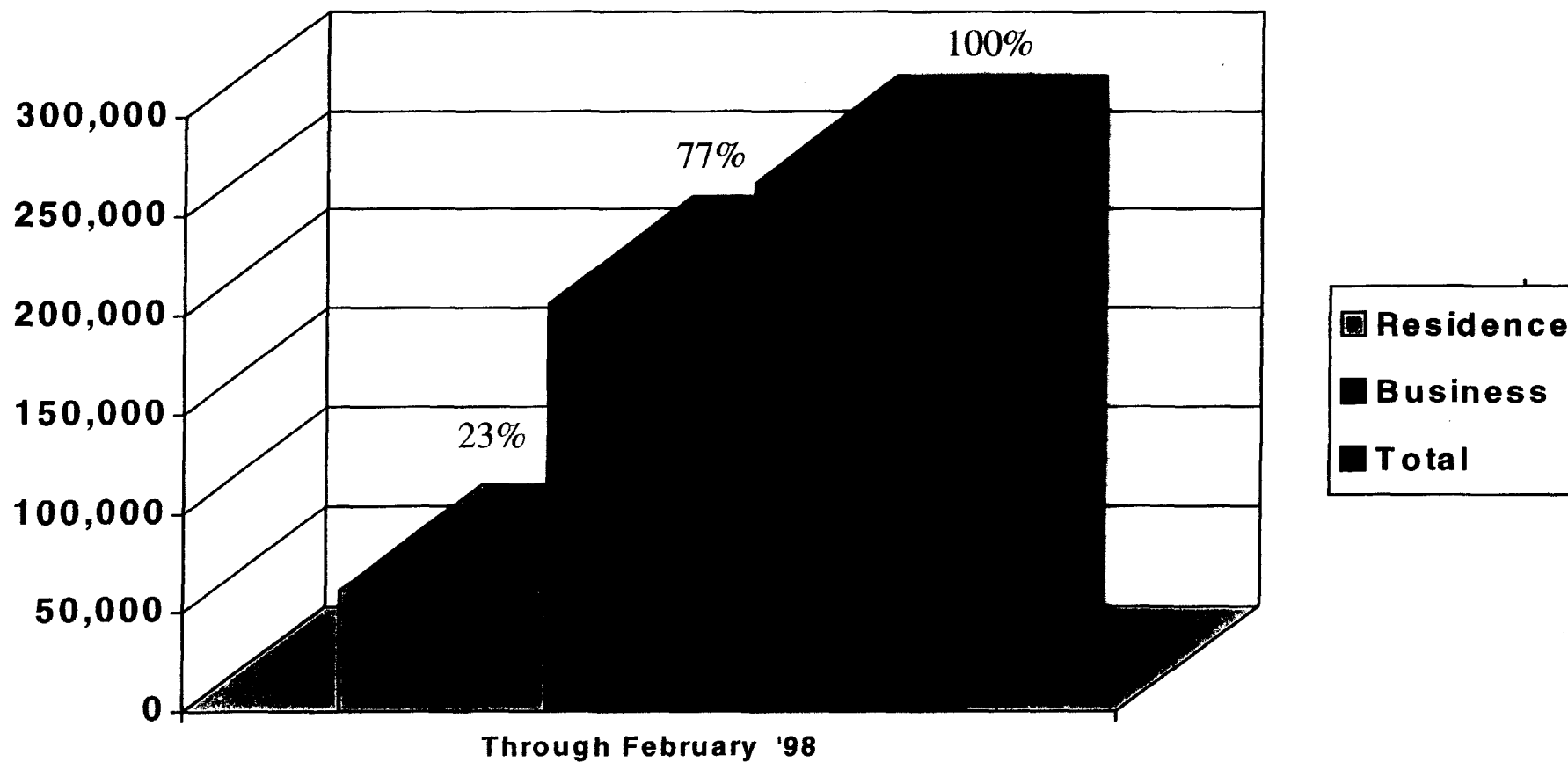
- ♦ Wholesale Product and Process training
- ♦ Traditional classroom plus interactive systems training
- ♦ Standard and Customized
- ♦ TIS Seminar Series



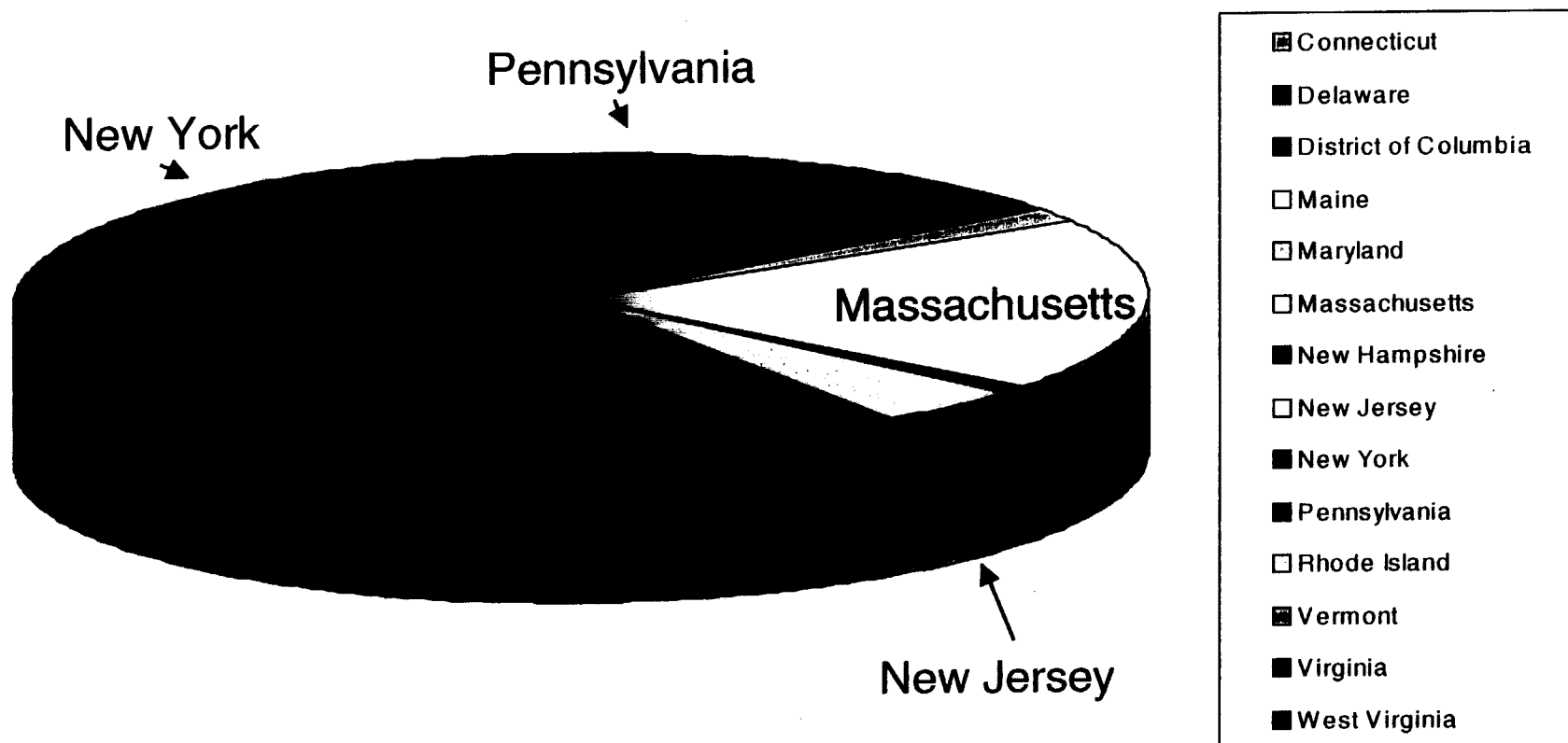
## Resale Lines in Service



## Resale Lines in Service

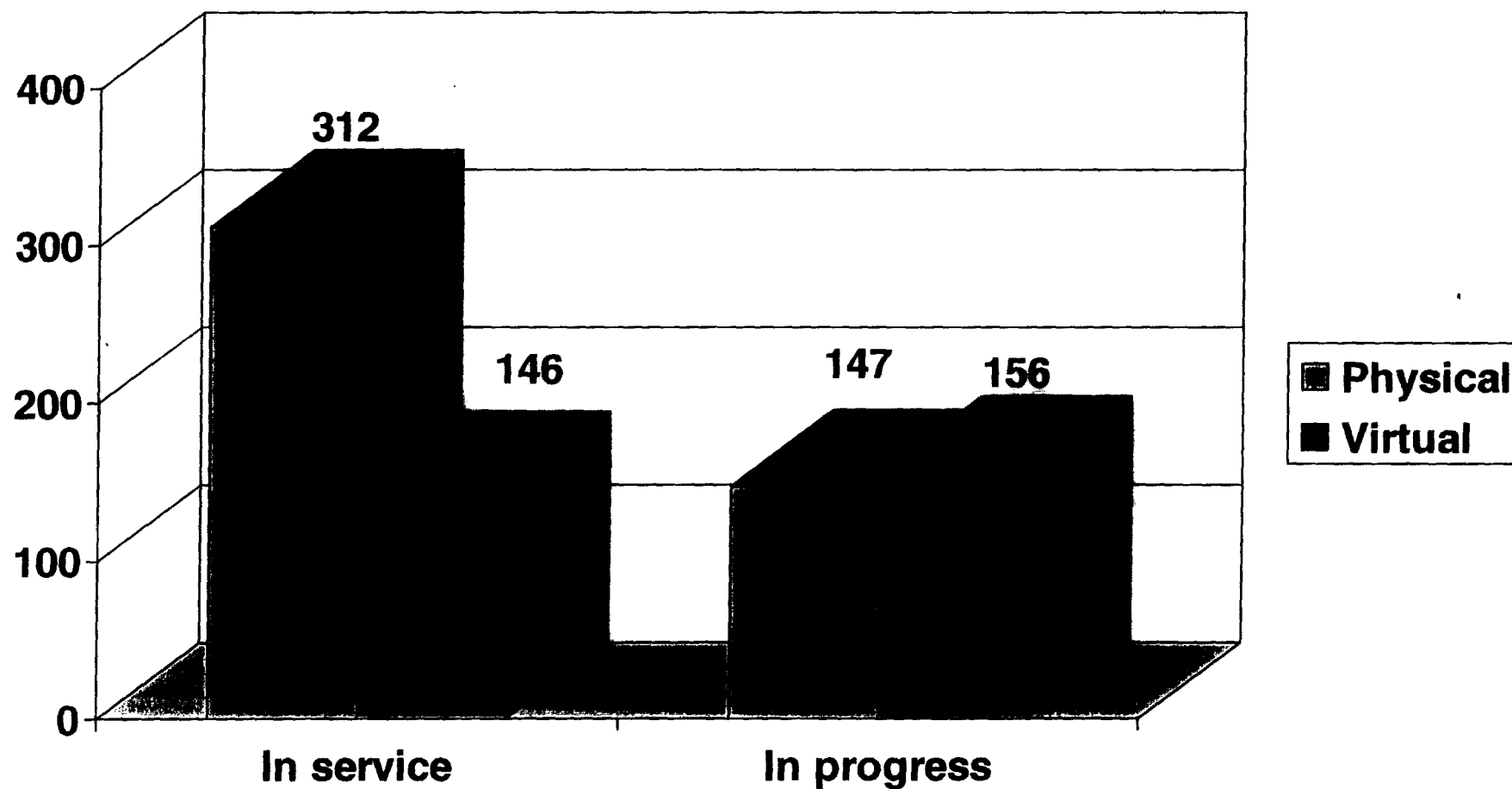


## Resale Lines in Service by State



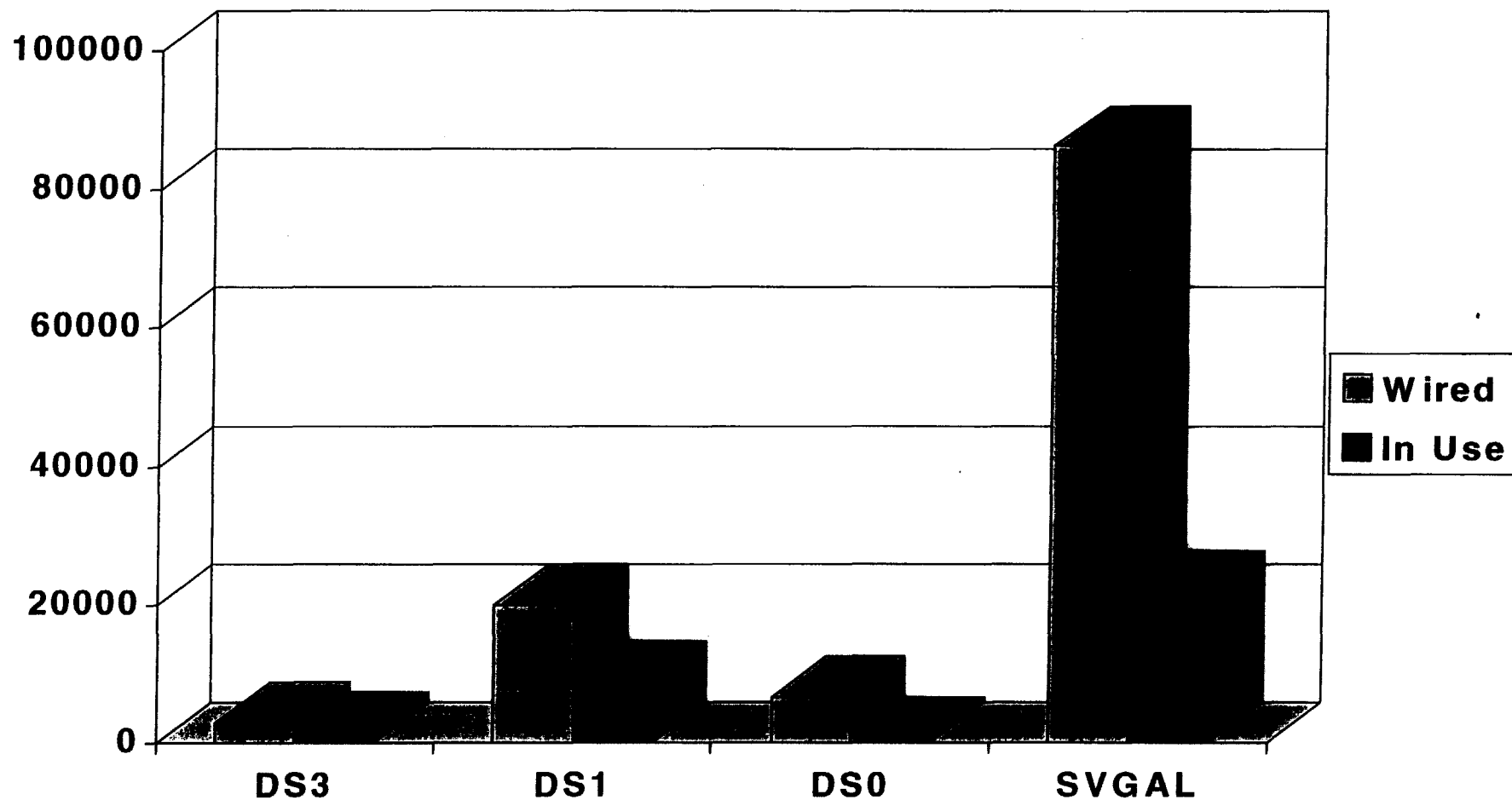
**Total Bell Atlantic Resold Lines in Service through February 1998**

# Collocation



As of January 1998, throughout Bell Atlantic

# Collocation Utilization New York



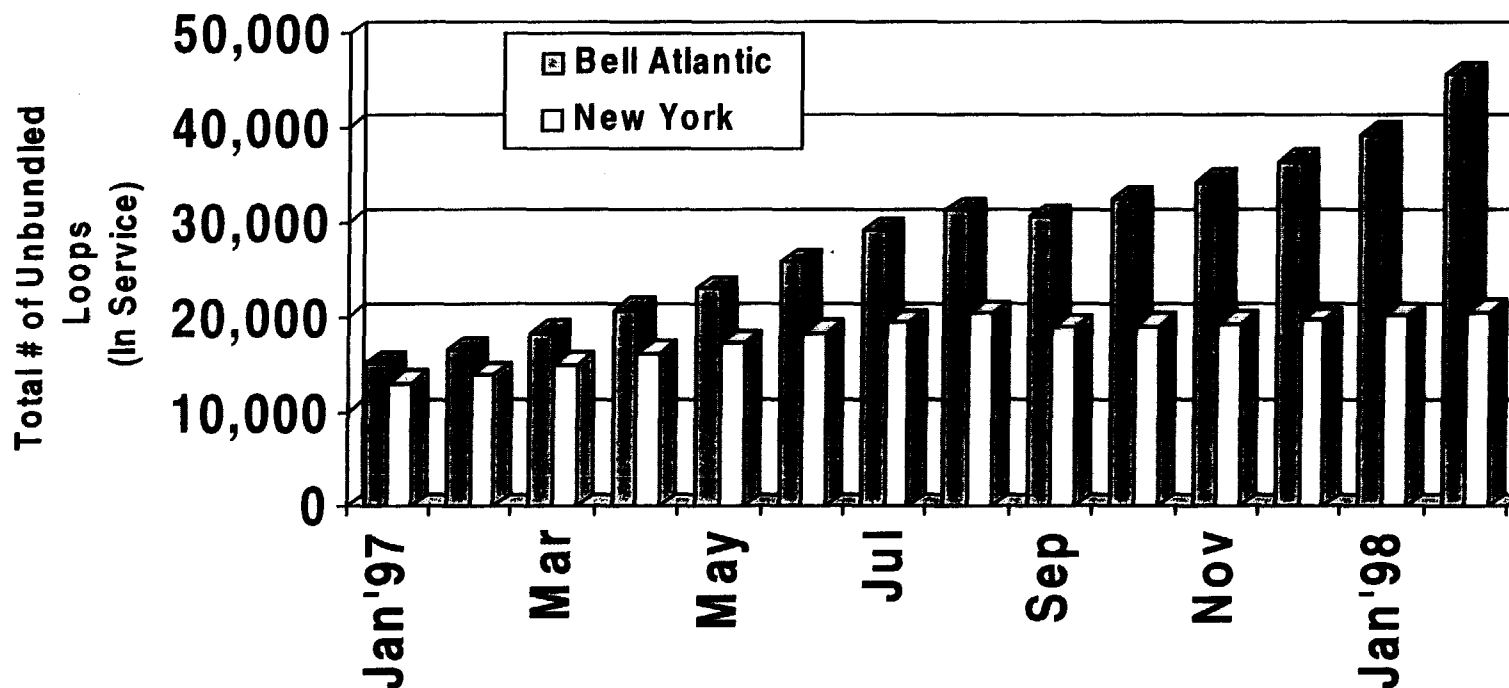
For cages turned up and accepted prior to 1997 in New York = 69





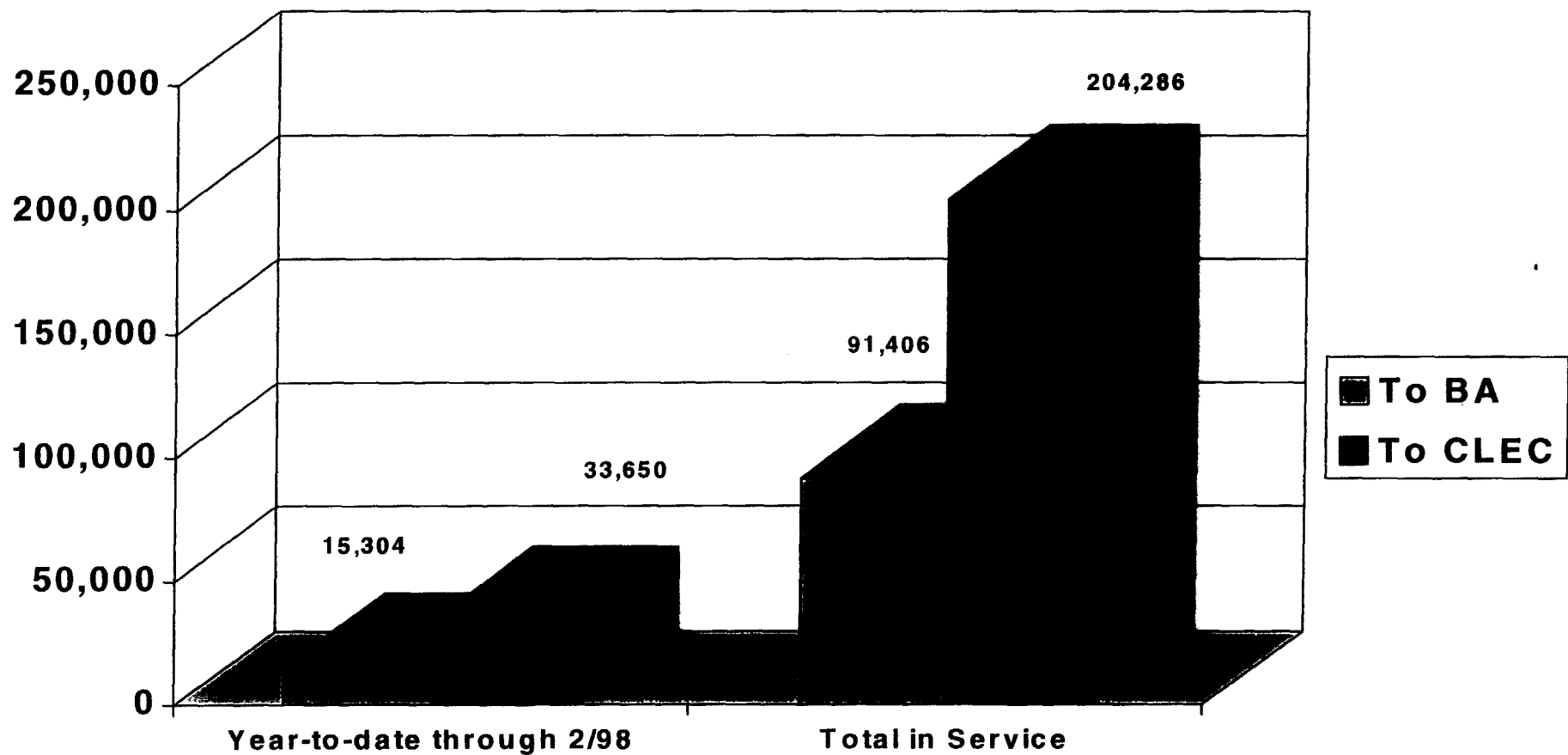
# Total Unbundled Loops

Total Unbundled Loops (In Service)  
Bell Atlantic Total and New York State

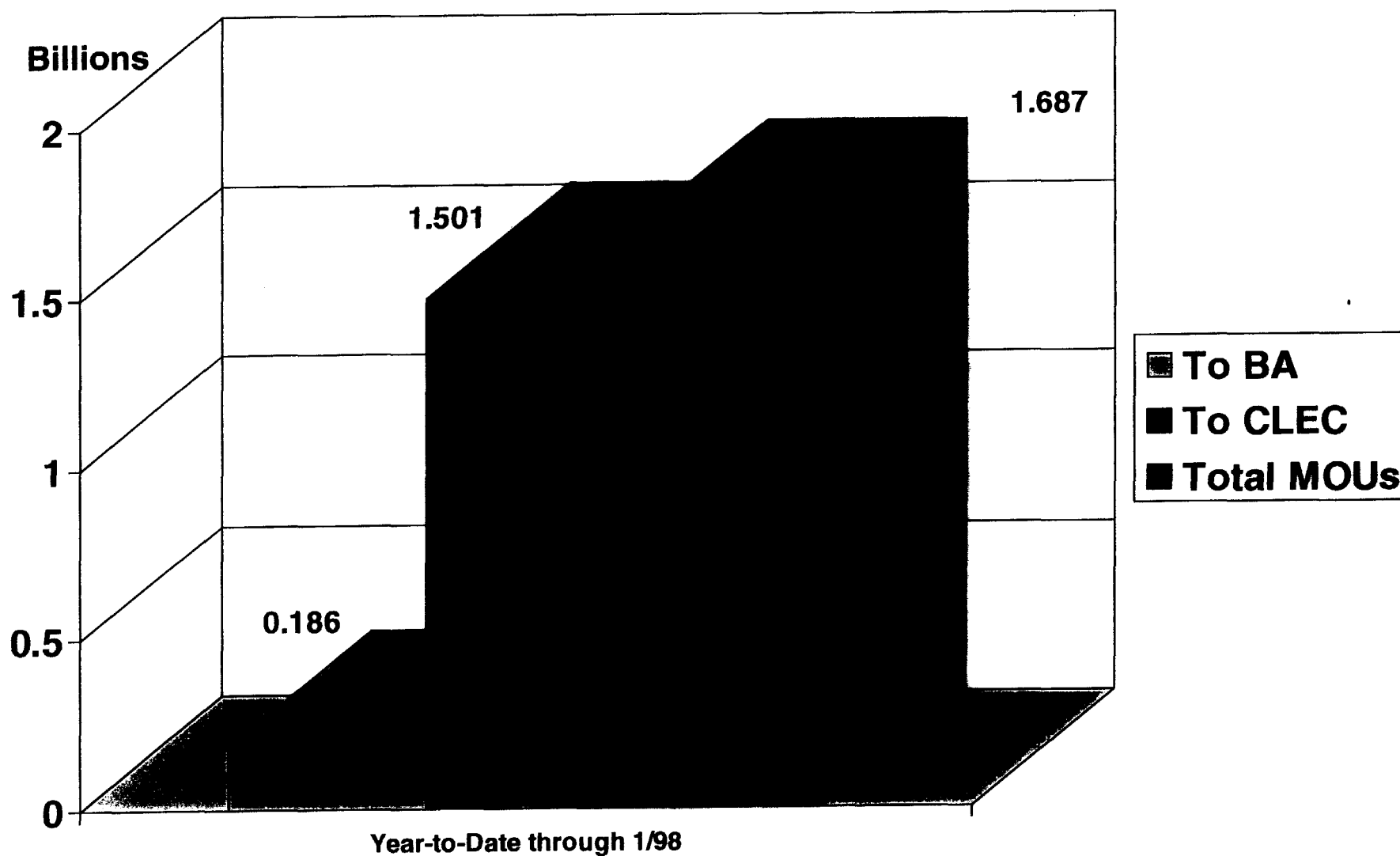




## Interconnection Trunks



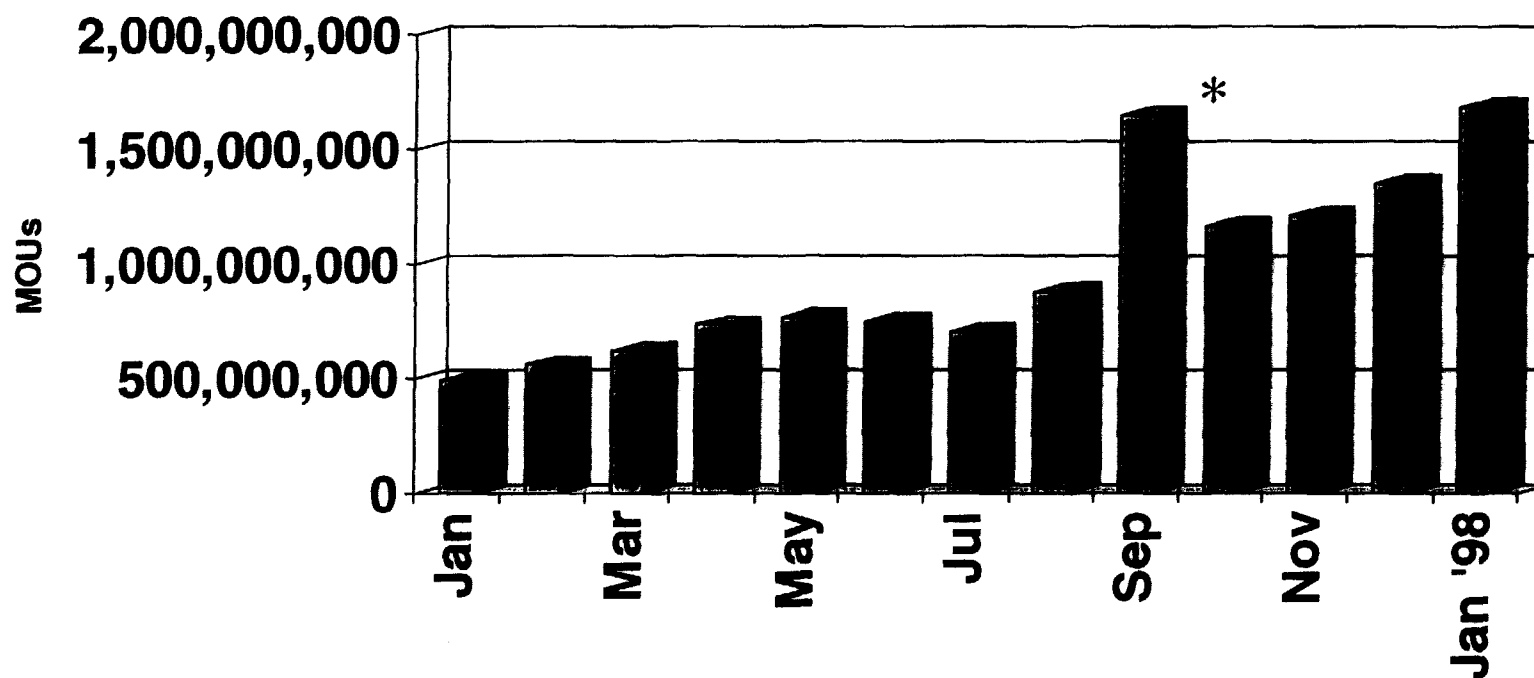
# Interconnection Minutes of Use





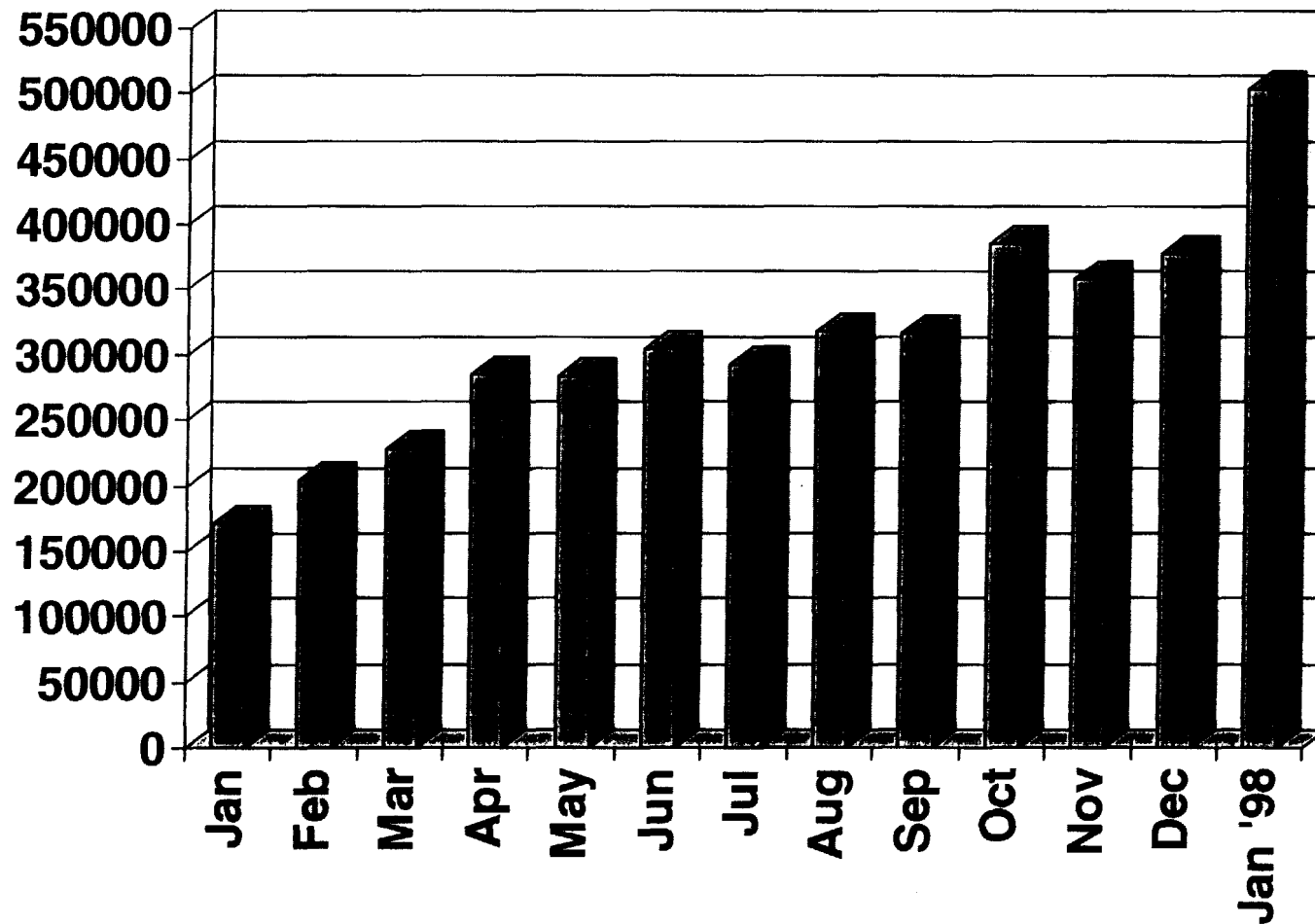
# Total Minutes of Use

Total Bell Atlantic Minutes of Use



\* Includes MOUs billed from prior months

## Estimate of CLEC Provided Access Lines





## Access Lines<sup>\*</sup>

		NY METRO	UPSTATE	TOTAL	NY METRO	UPSTATE	TOTAL
<b>CLEC Facilities-Based</b>	<b>Residential</b>	3,438	0	3,438	2.4%	0%	2.2%
	<b>Business</b>	142,476	8,659	151,135	97.6%	100.0%	97.8%
	<b>Total</b>	145,914	8,659	154,573			
<b>CLEC RESALE</b>	<b>Residential</b>	13,866	2,053	15,919	23.3%	9.4%	19.6%
	<b>Business</b>	45,759	19,743	65,502	76.7%	90.6%	80.4%
	<b>Total</b>	59,625	21,796	81,421			
<b>CLEC FB + Resale</b>	<b>Residential</b>	17,304	2,053	19,357	8.4%	6.7%	8.2%
	<b>Business</b>	188,235	28,402	216,637	91.6%	93.3%	91.8%
	<b>Total</b>	205,539	30,455	235,994			
<b>BA-NY</b>	<b>Residential</b>	5,148,590	1,980,331	7,128,921	63.2%	72.3%	65.5%
	<b>Business</b>	2,995,644	758,588	3,754,232	36.8%	27.7%	34.5%
	<b>Total</b>	8,144,234	2,738,919	10,883,153			

\* Note: Based on filings provided by 15 CLECs in the NY PSC 271 Proceeding (NY PSC 97 C-1963)

As of 10/97



## CLEC Market Share<sup>^</sup>

	NY METRO	UPSTATE	TOTAL
<b>Residential</b>	0.3%	0.1%	0.3%
<b>Business</b>	<u>5.9%</u>	<u>3.6%</u>	<u>5.5%</u>
<b>Total</b>	2.5%	1.1%	2.1%

\* Note: Based on filings provided by 15 CLECs in the NY PSC 271 Proceeding (NY PSC 97 C-1963)

As of 10/97



## CLEC Local Switch Locations and Capacity\*

Location	# Switches	Capacity Access Lines
Upstate	6	43,953
NY Metro	<u>14</u>	<u>289,080</u>
Total	20	333,033

\* Note: Based on filings provided by 9 CLECs in the NY PSC 271 Proceeding (NY PSC 97 C-1963)

As of 10/97





# Competitive Checklist

## Items Purchased From BA-NY\*

Checklist #	i	ii	iii	iv	v	vi	vii	viii	ix	x	xi	xii	xiii	xiv
# of CLECS Purchasing Item	7	2	2	4	4	1	9	7	6	4	7	4	4	8

\*Note: Based on filings provided by 15 CLECs in the NY PSC 271 Proceeding (NY PSC 97 C-1963).

As of 10/97